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# WOMEN IN AIR CARGO & AVIATION



Valentina Tereshkova First woman in space













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#### **EDITORIAL**



#### Monthly: Vol 07 | Issue 9 | No. 57 Middle East, Africa, Asia & beyond

Air Cargo Update serves as a platform to share news and discuss critical issues within the Air Cargo Industry from the Middle East, South Asia and African region.

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#### Editor's Note

#### **Buoyant 2017**

We're about to say goodbye to 2017 but for many in the air cargo and aviation sectors, the year will be remembered as one of the best.

The year will close with an estimated passenger traffic volume of over 4 billion, raising profit margins of many airlines across the globe at a time when they needed it the most. The air cargo industry is equally buoyant with 2017 cargo volumes up.

Demand for automobiles in Africa, Asia and Europe are keeping many cargo carriers busy. The holiday season is coming and the ever growing e-Commerce industry will require many air freight services to deliver toys, tech and gadgets and other gift items, in addition to general and special cargoes.

Forecast for the next decade or so looks rosy with much of the activities in the sector generated from an increasing middle class in different emerging markets, China and India, the biggest of them with a combined domestic market of more than 3 billion.

In this edition, we'll discuss the increasing number of women in aviation and air cargo. Women had made remarkable accomplishments in aviation but gender diversity and balance remains a work in progress.

Breaking the barriers is still tough but technology is somehow making it easier for them to navigate in this maledominated arena.

We're also carrying a feature on how India's quest for tax reforms is affecting its humungous aviation and related industries. A story on the importance of having the latest revenue management systems, other news and features in the industry. Read on.

Gemma Casas **Editor** 

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#### **One-stop legal solution**

Hani Al Jasmi Advocates & Legal Consultants is a full-service boutique law firm established in 2009 with offices in Dubai and Aiman.

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Established in 2009, this boutique law firm, the Hani Al Jasmi Advocates & Legal Consultants, is well known for representing clients in bank cases, aviation & logistics laws as well as concluding contracts & proxies, technology communication and banking

A practicing lawyer in the UAE for more than two decades now, Advocate Hani Al Jasmi is considered a highly-experienced arbitrator, litigator and legal adviser exposed to a myriad of different cases in both civil and criminal matters.



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#### **Air Cargo Update Legal Forum**

Air Cargo Update readers may send in

legal questions to Advocate Hani for free at info@aljasmilaw.com

Answers will be published in the magazine's soon to be introduced legal forum section.

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#### Parachuting as a hobby leads Russian to become world's first woman in space

#### You probably never heard of Valentina Tereshkova.

But the Russian astronaut, now 80 years old, is an important part of space history. She was the first woman to orbit space at age 26.

Born on March 6, 1937 in Bolshoye Maslennikovo, a village in western Russia, Valentina didn't enter school until she was eight. Her father was a tractor driver who died during World War II. And her mother worked in a textile factory, according to historical accounts.

She left school to begin working in a textile factory when she was 17 but continued pursuing her love for parachuting as a hobby. Her extraordinary passion for parachuting, now more popularly known as skydiving, led her way to the Soviet Union's cosmonaut program.

Four women, including Valentina, were successfully trained for the program. She later emerged as the top choice to be sent to space.

On June 16, 1963, Valentina made history when she orbited earth 48 times aboard Vostok 6. She went back to earth after three days parachuting from 20,000 feet and given the title Hero of the Soviet Union when she landed.



Valentina Tereshkova
First woman in space

"It was very difficult to control the descent. At a height of seven kilometres, I catapulted out of my capsule and parachuted down to Earth. I was very familiar with parachutes because I was a sky diver before," she said in one of her interviews recalling the day she went back to earth.

Valentina later became an important member of the Communist Party, graduating with distinction from the Zhukovsky Military Air Academy in 1969.

Though Valentina never went back to space, she turned her sight to greater diplomatic and political roles for the Soviet Union. In 1975, she represented the USSR at the United Nations conference for the International Women's Year.

She headed the Soviet Committee for Women from 1968–1987, was pictured on postage stamps and had a crater on the moon named after her.

Today, Valentina remains an active campaigner for women to get engaged in space exploration.

"More women should actively participate in space flight. There are many well educated women working in the space industry; they are very good candidates," she said in one of her many famous quotes.











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#### Saudia Cargo turns to Opticooler to fight extreme weather conditions



FRANKFURT/JEDDAH: The newest technology of active containers is now available for temperature-sensitive goods on Saudia Cargo flights with the RKN and RAP Opticooler of DoKaSch Temperature Solutions, the top provider of climate-controlled solutions for air cargo.

Saudia Airlines Cargo Co. has officially joined the long list of airlines that the German ULD company provides services for.

Opticooler is especially designed for extreme climatic conditions. It keeps the cargo very well within a

temperature range of 2° to 8° Celsius or 15° to 25° Celsius even when it comes to high temperatures up to 50°C, which are quite common in Saudi Arabia and the surrounding regions.

The Opticooler is the most adequate and reliable packaging solution for temperature sensitive pharmaceuticals, according to DoKaSch.

"We are very pleased to offer our customers a highly reliable packaging solution to transport temperature-sensitive shipments with DoKaSch Opticoolers. Especially pharmaceuticals must be kept within strict

temperature tolerances throughout the entire supply chain, regardless of the ambient conditions, which are a challenge in particular in our region," said Adel Elshazly of Saudia Cargo.

Andreas Seitz, Managing Director of DoKaSch Temperature Solutions, said they are very pleased that Saudia Cargo has joined their global airline network.

"Saudia Cargo is a very important partner in many aspects. Not only do they have one of the world's most modern aircraft fleets, but Jeddah is a very important trading hub for us as well. Now our containers are accessible much easier in the Middle East, Asia and Africa," said Seitz.

Saudia Cargo is ranked as among the world's leading specialist airfreight carriers. An independent company since 2008, it offers customized services to multiple destinations with its fleet of modern freighters. It also operates using the cargo belly of Saudi Arabian Airlines' 126 wide-body passenger aircraft plying across 52 destinations in 4 continents.

#### **RAK signs 25-year concession agreement with Hutchison Ports**

RAS AL KHAIMAH: The government of Ras Al Khaimah in the United Arab Emirates signed a 25-year concession agreement with the Hong Kong-based Hutchison Ports to develop a container terminal facility at Saqr Port.

Under the agreement, Hutchison Ports will operate a four-berth, 350,000 TEU capacity terminal with an 800-meter long quay at 12 meters deep, in addition to a 20-hectare space.

Saqr Port is a major bulk-handling port in the Middle East handling more than 60 million tons of cargo every year. Located in the emirate of RAK in the UAE, it's a vital part of the industrial supply-chain throughout the Arabian Peninsula and more so with the anticipated large scale shipments of materials for the upcoming World Expo 2020 that Dubai is hosting.

His Highness Sheikh Saud bin Saqr Al Qasimi, Member of the Supreme Council and Ruler of Ras Al Khaimah, lauded the project and the government's vision to grow the ports industry in the emirate.

"One of our objectives in Ras Al Khaimah is to create a business infrastructure that will attract investors and entrepreneurs from around the world. Hutchison Ports RAK and its plans for future development of the Saqr Port facilities are a key piece in our logistics strategy



which will encourage those with interest to make the commitment to Ras Al Khaimah," Sheikh Al Qasimi said during the project's inauguration.

Hutchison Ports Managing Director Eric Ip said RAK has a strong export base as it is home to the world's largest ceramics manufacturer with many fine shippers of glass, cement, crushed rocks and other products.

# Aramex Q3 2017 net profits up 13 percent to US\$22 million



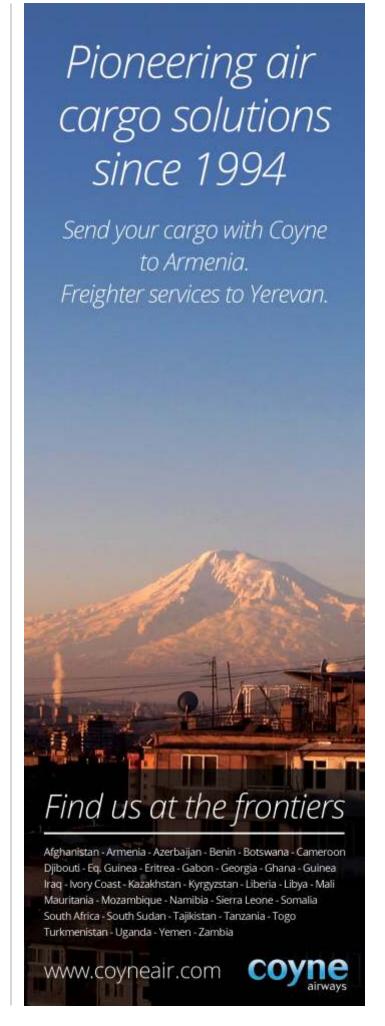
**DUBAI:** Aramex says its third quarter net profits ending Sept-30 increased by AED81.6 million (about US\$22.271 million) with e-Commerce driving mainly the company's double-digit growth.

Aramex (DFM: ARMX), the disruptive leader in the global logistics and transportation industry, says its revenues in the third quarter have also increased to AED1,144 million, up by 9% compared to last year's AED1,050 million in Q3 2016. Excluding global currency fluctuations, especially the Egyptian Pound, Q3 2017 Revenues would have registered double-digit growth of 11%.

"We are pleased to report strong results in Q3 with healthy growth rates in Revenues and Net Profits. All our geographies and business segments performed very well in the last three months. We also continued to witness strong cross-border e-commerce growth across key markets, especially in Asia and Asia-Pacific," said Aramex CEO Hussein Hachem.

With e-Commerce activities continuing to grow globally, Aramex's International and Domestic Express services continue to drive the company's positive financial performance. In addition, Freight services saw a rebound in Q3 2017 with expectations for this trend to continue for the rest of the year.

"Moving forward, we will continue to focus on growing our e-commerce proposition and expand global operations through strategic partnerships with innovative logistics and technology companies. Our most recent financial results and strong growth levels are a testament to this approach. We remain committed to keeping the momentum as we move forward for the remainder of 2017," added Hachem.





#### 2 more Turkish Cargo stations get QEP accreditation

ISTANBUL: Turkish Cargo's stations in Brussels in Belgium and Atlanta in Georgia got QEP accreditation from Environtainer for quality pharmaceutical transportation service bringing to eight its total number of accredited terminals.

This bolsters Turkish Cargo's goal of further expanding its business in strategic locations across the globe. The carrier currently serves 120 destinations worldwide.

Apart from Brussels & Atlanta, Turkish Cargo's stations in Bombay, Frankfurt, Hyderabad, Seoul, Istanbul and Tel Aviv, are also QEP accredited meaning they can store medical products that require cold chain facilities en route to major pharmaceutical companies in



different parts of the world.

Turkish Cargo posted an impressive 24.4 percent revenue growth year-on-year in the first half of 2017 with cargo volume also up 26.1 percent during the

period.

In recent weeks, Turkey's national cargo carrier also bagged the "Best Air Cargo Carrier of the Year in Asia" award.

#### Lufthansa Group revenues from Jan-Sept up 12.1 percent



FRANKFURT: The Lufthansa Group increased its total revenues for the first nine months of the year by 12.1 percent to EUR26,761 million year-on-year with both passenger and cargo volumes up during the period.

The key performance indicator of Adjusted EBIT increased by EUR883 million to EUR2,560 million (prior-year period: EUR1,677 million). As a result, the Lufthansa Group's result for the period was a further substantial improvement on its previous record

level of 2016, the company said.

"We achieved another record earnings result in the first nine months of this year," said Carsten Spohr, Chairman of the Executive Board of Deutsche Lufthansa AG. "A result that gives us the investment and growth capabilities we need to play an active part in the consolidation of the European airline market, and to continue to invest in the future of our company."

The Group's airlines posted higher-

than-prior-year seat load factors and yields for all key traffic regions. Unit revenues excluding currency factors were up 2.0 percent for the first three quarters and 4.5 percent for the third-quarter period.

The nine-month Adjusted EBIT margin of 9.6 percent was an improvement of 2.6 percentage points on the prior-year period.

Third-quarter Adjusted EBIT margin stood at 15.5 per cent, with all the Group's airlines (including Lufthansa Cargo) posting significant margin increases.

Higher fuel costs burdened the ninemonth result with EUR243 million. In total, these amounted to EUR3,939 million – a 6.6-percent increase on the prior-year period, though this is at least partly attributable to the first-time consolidation of Brussels Airlines and the resulting higher fuel needs.



#### **B&H Worldwide and Flybe extend logistics contract**



LONDON: B&H Worldwide, the world's best-in-class aerospace logistics supplier, has extended its contract to manage Flybe Airline's time-sensitive & heavyweight inbound and outbound aerospace logistics.

B&H will provide a

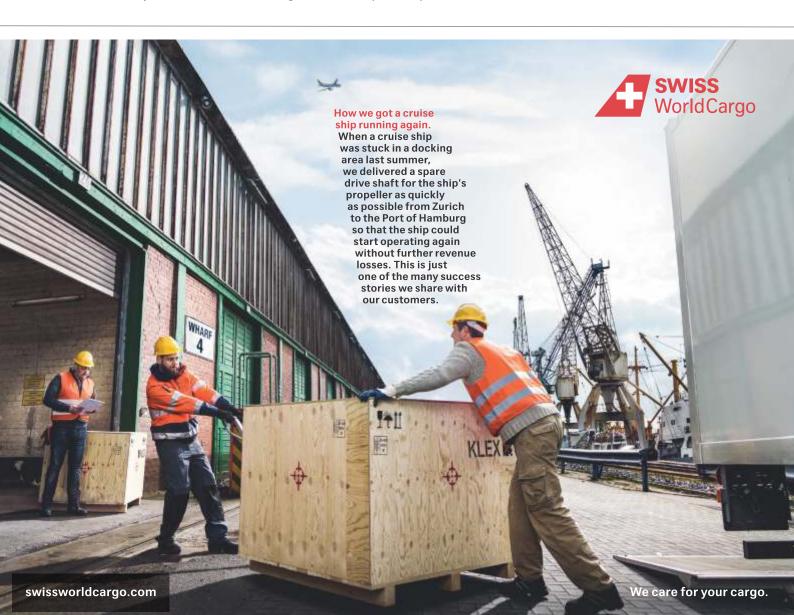
range of time critical solutions to Europe's largest regional airline in order to manage its complex supply chain and ensure the carrier's aircraft stay in the air.

The program will be managed through B&H 24/7 365 Control Tower based at its London Heathrow facility and it will use its unique, cloud-based, in-house designed IT system OnTrack to manage the process.

With the Flybe network now extending to some 77 airports, improved transit

times and greater visibility of aerospace shipments, combined with cost reduction and fast delivery, are essential components for delivering ongoing aerospace logistics solutions.

"AOG and time-critical logistics need specialist teams to manage and deliver the parts and the award-winning B&H teams have the skills and experience to deliver just that," said B&H CEO Stuart Allen. "We are delighted by Flybe's decision to extend the relationship with this contract and will be putting in place plans to ensure they benefit from a continuous improvement program fortheir aerospace logistics which not only meets, but exceeds their expectations."





#### **Emirates SkyCargo and Cargolux ink codeshare partnership**



**DUBAI/LUXEMBOURG**: Cargolux Airlines and Emirates SkyCargo jointly announced the companies will enter into a codeshare partnership for air cargo transportation.

Under this new agreement, both carriers would now be able to procure cargo capacity on each other's flights and then offer it to their customers under their own air waybills and flight numbers. This will be applicable to both cargo and passenger flights.

Earlier this year, the two cargo freighter companies began their strategic

operational partnership, working closely on a number of operational areas including block space and interline agreements, aircraft charter, hub connectivity between Dubai and Luxembourg and cargo handling cooperation.

The partnership has been off to a successful start with Emirates SkyCargo commencing weekly freighter services to Luxembourg from June 2017 and Cargolux transferring handling for their freighter flights at Dubai World Central (DWC) to Emirates SkyCargo in September 2017.

Since July 2017, Emirates SkyCargo has also chartered Boeing 747 freighter aircraft from Cargolux's fleet.

The agreement was signed in Dubai by Nabil Sultan, Emirates Divisional Senior Vice President, Cargo and Richard Forson, President & CEO Cargolux Airlines in the presence of François Bausch, Minister of Sustainable Development and Infrastructure, Luxembourg.

"Over the last five months our operational partnership with Cargolux has gone from strength to strength. We have achieved a number of the milestones that we had targeted at the outset," said Sultan. "We will now be able to deepen this partnership through our codeshare agreement and offer a more seamless and broader range of product and service offerings to our customers."

Forson, for his part, said: "This codeshare partnership is a natural progression in our cooperation and demonstrates the complementarity of both airlines. Our customers greatly benefit from this partnership as we can offer high-quality products and services to more destinations than ever before."

#### IAG Cargo sponsors Monochrome: Painting in Black And White Exhibition

LONDON: IAG Cargo says it's a proud sponsor of the National Gallery's most recent exhibition Monochrome: Painting in Black and White, which will run through February 18, 2018 in London.

As the exhibition's official logistics partner, IAG Cargo has moved over 50 pieces of artwork from around the world to London via its "Secure" service, dedicated to the delivery of high value consignments.

The exhibition features exemplary loans originating from New York, Hong Kong, Frankfurt, Vienna, Moscow, Los

Angeles and Chicago and comprises of painted objects, including works on glass, ceramic, silk, wood and canvas by exceptional artists including Rembrandt, Picasso and Richter.

The showcase allows visitors to trace the fascinating but little studied history of black and white painting.

"We are delighted to partner with The National Gallery on this exciting series of shipments. Our Secure specialists provided priceless protection of these unique and precious consignments ensuring complete peace of mind for what promises to be an extraordinary exhibition," said David Shepherd, Commercial Director at IAG Cargo.

Jane Knowles, Head of Exhibitions at the National Gallery, added: "Monochrome: Painting in Black and White includes exceptional loans travelling from around the globe. In working with IAG Cargo, we have the assurance of a trusted partner that these unique paintings are handled with the upmost care and attention, ensuring they can be enjoyed by our audiences in this groundbreaking exhibition."

#### **AFRICAS PREMIER CARGO OPERATOR**





### Newly-elected FIATA Vice President vows to strengthen UAE's position as global logistics hub



**DUBAI:** The newly-elected vice president of the Global Extended Board of the International Association of Freight Forwarders (FIATA), which represents more than 44,000 forwarding and logistics firms in 150

countries, vows to strengthen the UAE's position as a global logistics hub.

Nadia Abdul Aziz, President of the National Association of Freight and Logistics (NAFL), the oldest association of freight and logistics service providers in the Middle East, was voted to become the vice president of FIATA extended board at the recently held FIATA World Congress in Kuala Lumpur, Malaysia.

"I am honored to be elected as the Vice-President of the world's most prestigious freight forwarders association. This election also affirms the UAE's strong position as a logistics hub and brings with it a great responsibility to further support FIATA and NAFL's vision," said Abdul Aziz, the first Emirati woman to hold such position in FIATA.

"I am committed to further strengthening the UAE's position as a global logistics hub, raising the industry standards through our professional FIATA training courses and e-platforms & I will always work on opening doors of opportunities to our respected members as well as our country," she added.

UAE is among the biggest contributors to the GCC's logistics sector. With Dubai alone awarding construction contracts worth AED 11 billion this year in preparations for the World Expo 2020 and investing much more toward developing infrastructure and enhancing its logistics facilities in the run up to the Expo, the country offers unparalleled smart infrastructure facilities for international businesses.

Globally, the logistic industry is expected to reach \$15.5 trillion by 2025, at an average annual growth rate of 7.5 percent. As business worldwide becomes increasingly borderless, companies are seeking to expand their operations and are seeking efficient and reliable movement of goods across international borders.

#### CargoLogicAir adds Tel Aviv to fast-growing scheduled cargo network

**LONDON:** British all-cargo airline, CargoLogicAir (CLA), has added Tel Aviv to its growing network of scheduled freighter operations.

The London Stansted-based airline began operating this month a weekly Boeing 747-400F service to Tel Aviv via Frankfurt. The flight will depart Frankfurt for Tel Aviv on Friday evening before returning to Frankfurt on Saturday morning. In December, the outbound service ex Europe will switch from Frankfurt to Hahn Airport.

CargoLogicAir has appointed Rom Top Aviation as its general sales agency partner in Tel Aviv. CLA launched its first scheduled cargo route in August with twice-weekly 747-400F flights from London Stansted Airport to



Mexico City International Airport via Hartsfield-Jackson Atlanta International Airport.

The routing of this service also incorporates stops in Houston, Frankfurt and Abu Dhabi, enabling the airline to provide a wider choice of Europe-Mexico, Europe-Middle East and U.S.-Middle East connections.

Last month, CLA also commenced a weekly route connecting London with Frankfurt, Dubai and Hong Kong.

By utilising its network to connect with global partners, CLA is also able to offer cargo deliveries to Moscow, Chicago and to points across Asia, including Shanghai, Beijing, Chengdu and Tokyo.



#### AirBridgeCargo airlifts 28 Maserati Gran Turismo cars from Milan to Tokyo

LONDON: AirBridgeCargo Airlines (ABC) has delivered 28 shiny new Maserati Gran Turismo vehicles onboard one of its Boeing 747 freighters from Milan to Tokyo.

The charter flight on behalf of Agility Logistics was operated from the largest airport in Milan, Malpensa, to Narita Airport with a stop at Moscow Sheremetyevo Airport in compliance with all standard operational procedures.

ABC has developed and introduced special standard operating procedures for the transportation of vehicles, supported by a dedicated team of experienced professionals to ensure every delivery is handled with the highest attention.

ABC's Boeing 747 proudly displayed Maserati branding for its eye-catching arrival in Tokyo, which was greeted by around 300 guests and media representatives waiting for the aircraft



to taxi to its parking spot to commence unloading.

"This is a unique event as it gives each party involved the perfect opportunity to observe vehicle transportation procedures first-hand. We are honoured to be part of this project and to have been entrusted by the delivery of these magnificent Maserati cars. Our abcXL product was developed in close cooperation with our customers for such an operation to combine tried and tested principles with innovative ideas for efficient and reliable deliveries," highlighted Sergey Lazarev, General Director of Air Bridge Cargo Airlines.

"The Agility team brought meticulous planning and handling to this challenge, knowing that anything less wouldn't be good enough. ABC has been a trustworthy and reliable partner during each phase of the project with a high level of service quality and collaboration," said Essa Al-Saleh, President and CEO, Agility Global Integrated Logistics.

# YOU FOCUS



























CARGO AID

#### Mohammed bin Rashid orders airlift of relief supplies to Sierra Leone



**DUBAI:** The UAE government airlifted an Airbus A330 carrying around 50 metric tons of humanitarian aid to communities affected by a devastating landslide in Sierra Leone that killed more than 1,000 people.

Vice President, Prime Minister and Ruler of Dubai, His Highness Sheikh Mohammed bin Rashid Al Maktoum, gave the order to send the vital relief aid to the West African nation, one of the poorest in the world despite its vast natural resources.

A deadly mudslide swept away homes in and around Sierra Leone's capital, Freetown, in mid-August 2017, killing more than 1,000 and left thousands homeless. Three days of heavy rains had led to devastating floods and a massive landslide.

The aid supplies were sent from the International Federation of Red Cross

and Red Crescent Societies, IFRC, stocks at the International Humanitarian City in Dubai, IHC, to bring relief to 5,000 people. Among the relief items on board were blankets, hygiene and kitchen kits, mosquito nets, and tarpaulins.

Returning from a field mission to Sierra Leone, IFRC 's Under Secretary-General for Programs and Operations, Jagan Chapagain, paid a courtesy visit to the IHC CEO, Giuseppe Saba, reported the Emirates News Agency WAM.

Chapagain described the situation of many survivors as desperate. "They are struggling to rebuild their lives and critical humanitarian support is still needed," he said. He also underlined the significant role the Dubai Government is playing in the emergency humanitarian response on a global scale.

Chaired by HRH Princess Haya Bint Al Hussein, wife of Vice President, Prime Minister and Ruler of Dubai, His Highness Sheikh Mohammed bin Rashid Al Maktoum, IHC, the largest humanitarian hub in the world, coordinated the flight with the strong support of its Board of Directors.

#### Austria & Turkey approve humanitarian aid package for Rohingya refugees

VIENNA/ISTANBUL: The Austrian government has approved a humanitarian aid package worth 350,000 Euros to Rohingya Muslims who have fled to Bangladesh in August to escape violence in Myanmar.

The Turkish Cooperation and Coordination Agency, meanwhile, has distributed 1,000 tons of aid to more than 600,000 Rohingya refugees in Bangladesh.

Turkey's humanitarian aid includes medicines, dried fish, rice and clothes. The country pledged to continue providing supplies to the refugees amid uncertainties on their situation.

Austria condemned the violence against the Rohingya Muslim minorities in Myanmar who were forced to leave their ancestral domain



following a series of violent attacks that left hundreds dead and thousands wounded.

"Austria not only condemns the violence against the minority of the Rohingyas in Myanmar but also seeks to provide quick on the ground assistance," Austrian Foreign Minister Sebastian Kurz said in a statement.



**MENASA** 

28 - 29 November 2017 The Ritz Carlton DIFC, Dubai

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# Women in Air Cargo & Aviation

By Gemma Q. Casas



A disproportionate ratio still exists against women in the air cargo and aviation sectors but their numbers are rising thanks to a new perspective and changing technological trends that require more analytical, technical and engineering skills rather than their muscles, igniting passion for more women to explore the industries that greatly reward hard work and loyalty

istory is made in aviation every year on March 8, the International Women's Day.

In Dubai, Emirates Capt. Nevin Darwish, an Egyptian, flew on that day A380, the largest commercial plane in the market, becoming the first Arab female pilot to hold the title.

In the not so distant India, the country's national flag carrier

flew an all-women crew flight around the world covering a distance of about 15,300 km in 15.5 hours, capping the feat in its capital New Delhi.

Indian women operated the entire flight, including ground handling, from operator to technician, engineer, flight dispatcher and trimmer. The line operation safety audit was also done by a woman, Harpreet A De Singh, ED Flight Safety, Air India.

Mukesh Bhatia, Regional director (Western Region) of Air India, says, the company has the biggest women workforce in the country's growing aviation industry at 3,800 covering jobs as pilots, cabin crew, engineers, technicians, doctors, security personnel, duty managers, and executives in various fields.







In March, Brazil's Capt. Carla Alexandre Borges also made headlines when she became the first woman to fly the country's presidential aircraft. An experienced combat pilot at the Brazilian Air Force, she was also the first Brazilian woman to fly an A-1 jet fighter.

In the warring Korean peninsula, women pilots are also actively engaging in the air space with both South Korea and North Korea having jet fighter planes commandeered by women. Elsewhere in Asia, the number of women in civil and military aviation keeps growing.

"I am hard-pushed to think of any but a handful of performing arts professions that can only be undertaken by a particular gender. Certainly in aviation and logistics (as well as law), I think that the right person for a particular job comes down to that particular person's experience and attributes, rather than whether they are male or female....However, it is true that there does seem to be a preponderance of men in our industry and the question is why."

- Liana Coyne, Director Coyne Airways



#### **Aviation Commands Growth**

Over the next two decades, as aviation takes on a more important role in connecting people and goods and as the middle class in emerging markets in various regions rise, the industry would need about 620,000 more commercial pilots and thousands of technical jobs in the field, according to separate analytical reports made by global giants Boeing and Airbus.

"Demand in the commercial market is forecast to more than double over the next two decades. To meet this demand, we forecast the number of jet airplanes will nearly double to 47,000 airplanes, at an average annual growth rate of 3.3 percent. To support this fleet growth, Boeing forecasts a need for more than 41,000 new deliveries, valued at over US\$6 trillion, for growth and replacement over the next 20 years," the US-based Boeing said in its latest 20-year aviation market forecast report.

Separately, the European aerospace giant Airbus said in its 2017-2036 Global Market Forecast titled "Growing Horizons", the aviation industry's growth is contingent upon the GDP, tourism, growing affluence and urbanization in India, China and other emerging markets, liberalization, immigration and visa simplification, among other factors.

"For the next 20 years, the Airbus GMF forecasts a 4.4% global annual air traffic growth, despite some downward revision of future economic growth by a number of forecasters in several regions of the world. In our forecast the first decade will enjoy a 4.9% increase



per year, with 4.1% average annual growth for the last decade, a lower figure but growth in those years based on absolute traffic numbers higherthantoday," it said.

The UN body tasked to oversee the global aviation industry, the International Civil Aviation Organization (ICAO), said the scenario calls for more women to get engaged in the sector.

"Aviation globally is expanding. Over the coming decades, hundreds of thousands of new pilots, air traffic controllers, maintenance professionals and other skilled workers and managers will need to be recruited, and women in aviation, both young and old, will be critical to how effectively aviation meets these challenges," said Dr. Fang Liu, the current Secretary General of the International Civil Aviation Organization (ICAO), a UN body.

Liu, the first woman to hold the position at ICAO, said the agency is widening its outreach to all girls and women about the professional and personal growth opportunities that

await them in the aviation sector. Apart form that, the agency also introduced flagship programs –Young Aviation Professionals Program, which is administered in collaboration with IATA and ACI, and an Aviation Scholarship Program in collaboration with IAWA.

#### Women in Aviation and Air Cargo

Women had made giant leaps in the general aviation sector more than 100 years since the first plane was invented. Their presence is equally felt in the space industry, aerospace technology and even military aviation.

But gender diversity and balance remain important issues that many industrialized countries and organizations tryto change.

In the United States, only more than 5 percent of its estimated 554,177 licensed pilots in 2014 are women.

In Mexico, the ratio of women in the industry against men is just 2.33 percent; 5.6 percent in Japan, 7.6 percent in France, based on records from Airman Database. No statistics are available for the Middle East and





Africa.

Liana Coyne, the Oxford educated lawyer who now runs the family-owned Coyne Airways office in Dubai, said while it is true that the air cargo industry appear to be maledominated, it boils down to a person's passion in working for the industry.

"I am hard-pushed to think of any but a handful of performing arts professions that can only be undertaken by a particular gender. Certainly in aviation and logistics (as well as law), I think that the right person for a particular job comes down to that particular person's experience and attributes, rather than whether they are male or female," she told Air Cargo Update in an email interview.

"However, it is true that there does seem to be a preponderance of men in our industry and the question is why," she added.

In Africa, women's presence in both aviation and air cargo are very much felt. Several major airports and airlines in the continent are managed by women who are entrusted with different executive and technical positions customarily seen among men in Westernized countries.

Nina Malherbe, a senior specialist cargo at Airports Company South Africa, is one of them. As a technical specialist, she says she has to continually educate herself in the field and bring out the best in whatevershe does.

As a cargo specialist she watches the market carefully to make the company make an informed decision for its future projects. For instance, how to optimize terminal space in difficult times.

Malherbe says the Middle East and Africa are the main markets of South Africa when it comes to perishables. Their company is increasing its capacity in anticipation of market increase over the next few years.

"We've done some internal studies feasibilities & initial considerations for our projects," she said, noting that they're fortunate their activities are insulated from South Africa's ongoing political conflict.

"We're dependent on lots of external markets so whatever happens in the political arena, the markets carry on. There's always the global market to consider," she added.

Her colleague, Khanyisile Mabuza, account manager cargo & remote sites at ACSA, says being a woman in the industry inspires her to do better

She is particularly interested in bringing more technological advancements in Africa to speed up the process of exporting and importing goods.

"e-Commerce and airport digitalization are very important for us. The whole world is going paperless. That infrastructure will make us global," she said.

Coyne said the disproportionate number of women in air freight may have stemmed from their early exposure in life as well as passion forwhat we do later on.

"I think that boys are more likely than girls to be socialised with toy trucks, boats and airplanes, and some of those boys develop a fascination with the tools of our trade. This childhood love can plant a seed of interest which may grow later. Further, some people get their first exposure to aviation and logistics in the armed forces and armed forces tend to be predominantly male," she said.

"Now, I would never suggest that the way to get more women into aviation and logistics is to force them to play with particular toys in childhood or make them sign up for armed service, but I think that, as an industry, we have to get better at getting people excited about what we do and explaining how it affects lives," she added. "The truth is we have a good story and one that is worth telling. It is one of the reasons why it is difficult to find someone working in our industry who is not passionate about it."

#### Global mission

Shaesta Waiz, the Afghan-American pilot, on a mission to circumnavigate the world to inspire other young women to pursue their dreams and encourage them to take up courses related to Science, Technology, Engineering and Math (STEM), said women can excel in aviation just like men.

Born in a refugee camp in the United States where her family fled in 1987 during the Soviet-Afghan war era, Waiz grew up in a poor neighborhood in Richmond, California, along with her five sisters.

Dropping out of school in that district was so common, she thought she'd end up getting married at a young age & start a big family. But life made a twist for Waiz when she dreamt of becoming a pilot.











Waiz sent herself to Embry-Riddle Aeronautical University, one of the prestigious in the country, through various scholarships.

When it was time to finance her flight trainings, Waiz created the Women's Ambassador Program mentoring young women to pursue education in aviation and engineering. In exchange, the university waived her fees while working on her flying hours.

"If you have the passion for aviation but you cannot afford it, my advice is number one, apply for every available scholarship. Two, look for opportunities where you can get involved with companies," she said.

"It's constantly at the back of my mind. I'm no different than you or the girl in Africa, we are all humans. I didn't come from a family who has money. I didn't come from a family from aviation but I found something that I love—flying," she added.

In 2016, Waiz founded Dreams Soar, a nonprofit organization, promoting STEM globally in collaboration with ICAO. This year, she has so far made 30 stops in 22 countries, including the UAE. Each stop she made an outreach event inspiring young women of different colors and backgrounds.

"I started Dreams Soar to share my story with women around the world, to let them know it is possible to achieve your dreams, regardless of the challenges and traditions you may face," said Waiz. "Every time I open the door to an aircraft, I ask myself, "How did a girl with my background become so lucky?" The truth is anyone can be me."

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مطار البطيت AL BATEEN AIRPORT





# Archaic revenue management system stunts air cargo industry growth

ir cargo is a very dynamic and volatile business. It can also be highly competitive and is constantly under margin pressures. In these circumstances, it is critical that cargo carriers make use of any available opportunity and respond quickly to customers – and in a manner that does not compromise profits.

This is where Revenue Management

System (RMS) comes in. This is formulated to automate a lot of the calculations involved, leaving flight planners to make more effective use of their time and focus on ensuring the optimal usage of available capacity.

First introduced in the early 1980s in the airline industry to increase revenues and avoid empty seats, RMS has been transitioned to many other industries, including air cargo.

An effective cargo revenue management system accurately forecasts and deploys available supply, resulting in improved revenue and profit. It also supports billing and accounting processes highly customized for the industry.

Success in today's industry requires a solution that incorporates advanced





technology that is robust in providing airlines with more accurate, real-time information in an easy-to-consume and interpret format, according to Sabre Airline Solutions.

Air Cargo Update met with Ashok Rajan, the Vice President and Head of Airline Cargo Services at IBS Software, to discuss how iCargo adds business value to the industry.

#### iCargo

iCargo emerged from the need of the air cargo industry to have a dedicated air cargo management solution for managing all facets of the business – sales, planning, managing operations and accounting for revenue. Generic ERP solutions were too vast and generic requiring heavy customization, maintenance etc. and bespoke/point or legacy solutions for cargo never managed to keep it all together.

"iCargo was developed ground up by IBS Software, with the help of global airlines forming a Core Group of Influence (CGI), who provided the business capabilities to be built into the solution. The CGI member airlines also validated the requirements through acceptance testing of iCargo solution to suit to their business operations. Nippon Cargo Airlines, a CGI member became the launch customer for iCargo in 2008 and the solution has since then been implemented across numerous carriers and has 22 active customers today," said Rajan.

Today, iCargo is a fully integrated platform solution tailored for the industry that also includes "mobility based warehouse operations, sensor integrated tracking capability for cargo, specialized capability for management of cool products like pharmaceuticals, etc."

As a fully integrated platform solution for air cargo management, iCargo offers capability to process all business updates and transactions for cargo shipments from the time of sale, through the various touch points in handling/operations and finally to billing and accounting.

This helps automate the accounting process in the following ways:

We believe in using technology innovation to create practical use-cases that can deliver tangible value to our customers. For this, we have constituted an internal "innovation focus group" that is responsible for evaluating innovative solutions and ideas centered on technology & creating practical use-cases or business applications for this 99



a. This provides a 'full picture' view of the air cargo process – thus minimizing errors and discrepancies and also eliminating the need for repeated data capture/entry

b. It automatically registers deviations at each stage and also re-calculates the billable value after each update. E.g. when the tendered shipment weight is different from booking, thus eliminating the need for manually identifying these anomalies and correcting them through manual recalculation

c. iCargo works on a principle of 'work by exception' – a function called "AWB Audit" checks all shipments for correctness of data, conducts 'plausibility checks' such as very high billing value etc., missed milestones (E.g. spot rate not approved by authorized person) and highlights this prior to billing, thereby reducing billing errors.

#### Reducing redundancies

The Cargo Revenue Accounting (CRA) business module of iCargo is built as a fully integrated component of the overall platform. This provides seamless and end-to-end visibility of the full process of processing cargo shipments from sales to operations until it goes through all of the cargo

revenue accounting processes.

"This means that data once captures as part of sales, operations processes as well as the flown or uplift data as the cargo moves from origin to destination flows automatically and seamlessly into the CRA module, thus eliminating the need for repeated data capture or even the need to have any bespoke system integration between the two functions. This saves cost, time and effort for end practitioners," Rajan explained.

It also does not require any specialized process for 'importing' AWB operational data from any other system. It simply flows from the other modules for sales and operations within the iCargo suite.

However, in the instance that the carrier might be using iCargo CRA as a standalone module and a different IT system for the operations side, the import is achieved through a custom built interface. iCargo also has predefined APIs allowing any other system to provide such information directly to iCargo.

"We believe in using technology innovation to create practical usecases that can deliver tangible value to our customers. For this, we have constituted an internal "innovation



focus group" that is responsible for evaluating innovative solutions and ideas centered on technology and creating practical use-cases or business applications for this," said Rajan.

"The result is that we have at any point of time a healthy set of 'lab' ideas in the form of prototypes, proof of concepts etc. that we showcase to our customers and work with them to shortlist the ones that has the maturity and practicality to deliver value," he added.

#### Flexibility in meeting targets

Helping carriers become more profitable, more efficient and also very responsive to customers does this. This has a direct impact on an airline's financial performance, where margins are wafer thin and the services are also largely undifferentiated.

"The game today for air cargo operators is to identify a good product mix, the right parameters for sufficiently differentiating itself from competition and in delivering to the promise in a profitable manner. iCargo provides tools and capabilities as well as a whole set of innovation led solutions to help carriers and air cargo service providers achieve this very delicate balance," said Rajan.

"The challenge for carriers is to find the right mix of long term capacity commitments (e.g. allotments), space for the specialized and high value shipments (E.g. pharma, mail etc.) and to the open market or free sale, where there is a lot of potential for upselling in high demand routes. How well a carrier manages this, fundamentally determines how well they carry out "revenue management" and consequently, how profitable they are," he noted.

The iCargo product provides capabilities that enable carriers and service providers to create highly customized products and offerings to suit specific business needs.

These services can either be bundled into branded products which have a higher price compared to regular shipments or can be provided as and 'a-la-carte' menu, which can be



selected by the customer during booking.

This opens up a large set of opportunities for the carrier or service provider by using similar concept as 'ancillary service revenue' model that has proven to be very successful in the passenger side of the business.

iCargo also provides several in-built value adding capabilities which will enable carriers to 'step-up' their cargo business and the way they offer their products and services.

"This could be in the form of introducing new technologies such as self-help kiosks at warehouses, advanced sales force engagement tools etc. on top of the core system. IBS has facilitated this 'second wave' of transformation for many of its customers leveraging on its strong software services capabilities – which allows customers to introduce a layer of 'personalization' on top of the core solution," said Rajan.

Rajan thinks carriers and cargo experts should focus on being able to differentiate their business from competitors and deliver superior quality in customer experience and in service to make processes more efficient and less resource intensive.

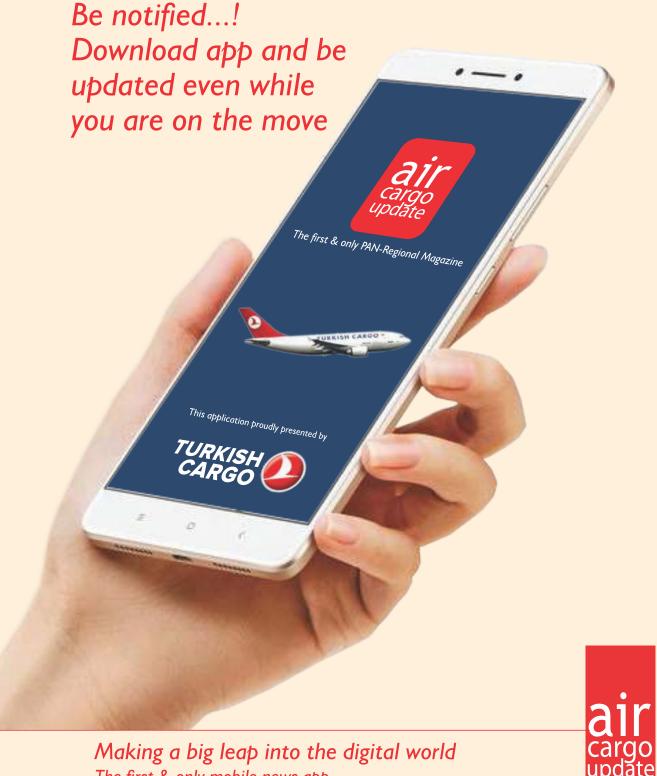
"The immediate impediments to such a transformation are the lack of good quality data and the requisite tools to enable its workforce with. Many archaic processes and practices are the result of years of 'legacy' and these results in higher costs, lack of service quality and poor customer experience," he said.

"Technology can solve part of this – like providing a good data backbone, providing tools to automate processes, diagnostic and self-monitoring capabilities and so on. The other part is to enable the organization to make use of these tools and capabilities by being open to change," he concluded.

#### Other concepts that IBS is currently working on are:

- Al based applications to help automate repetitive tasks like AWB rate auditing and error correction
- Virtual 'chatbot' to work as a personal assistant in cargo,
- IoT concepts that provide real time monitoring and diagnostics of shipments in transit through a variety of sensors such as temperature, geo position etc.
- Virtual reality based visualization of cargo planning and operations
- Mobile apps for providing direct access to real time shipment tracking customers from their smart devices and several others.

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#### **Dubai Airshow 2017**

Deals, aerobatic displays, latest commercial, business & military aircraft and more









Military might on display will include SU35,
Dassault Rafale, the
Taqnia/Antonov AN-132,
the IOMAX S2R-T660
Archangel and a PAC JF17 Thunder. In addition,
helicopters are well
represented with a
Turkish Aerospace
Industries T129 Atak
Helicopter, the Motor
Sich Mi2 and Mi8 MSB-T.

ajor deals, spectacular aerobatic displays and over 160 of the latest commercial, business and military aircraft will be on display at the Al Maktoum International Airport (DWC Dubai Airshow Site) when the five-day Dubai Airshow 2017 opens this month.

New for this year's Nov 12-16, 2017 event will be the Sukhoi Superjet

100 and the Japanese Air Force Kawasaki C2, in addition to first time exhibitor Calidus displaying not one but two aircraft: the B-250 Bader and the TX-C, organizers said.

Military might on display will include SU35, Dassault Rafale, the Taqnia/Antonov AN-132, the IOMAX S2R-T660 Archangel and a PAC JF-17 Thunder. In addition, helicopters are well represented with a Turkish Aerospace Industries T129 Atak Helicopter, the Motor Sich Mi2 and Mi8 MSB-T.

"The aircraft that we are expecting on the static display at the Dubai Airshow 2017, like the show itself, represent all sectors of the aerospace industry," said Michele van Akelijen, Managing Director of show organisers Tarsus F&E LLC Middle East. "We're seeing lots of returning favorites, like the Emirates A380 and several jets in the Gulfstream family, plus some new and exciting inclusions such as the Calidus Bader 250."

"We are also very pleased to again see the inclusion of unmanned aerial vehicles, such as the Turkish Aerospace Industries Anka MALE Class UAV which are a particular focus at the show this year, with the UAS Summit taking place for the first time."

Business aviation, a market which is growing in the Middle East, is always heavily represented at the Dubai Airshow and this year is no exception with around 50 business aircraft expected on the static park, including a Gulfstream G650ER and Bombardier Global 6000; while Emirates Airline will be displaying its all business class ACJ319.

Also on display will be the Airbus A 3 5 0 and Boeing 787-10 Dreamliner, while both Emirates Airline and Etihad Airways will be exhibiting their flagship A380s and Flydubai will be showing its Boeing 737 MAX 8. Among other aircraft on the static park will be Honeywell Boeing 757-200 and Diamond DA50 Super Star.

#### Aerobatic stunts

Aerobatic displays this year will include PLAAF August 1st Air





Demonstration Team from China performing in J10As and the Russian Knights in Sukhoi SU30Ms in addition to the UAE's Al Fursan flying their Aermacchi MB-339NATs.

The flying display will also feature helicopters, including the TAI T129 attack helicopter performing for the first time at the Dubai Airshow, plus Motor Sich Mil 2 and Mil 8 models. A large number of military aircraft will also be demonstrating their prowess, with a US Airforce F16, UAE Mirage 2000, French Airforce Dassault Rafale and a Tagnia An132.

Of particular interest this year will be the Calidus Bader 250 – making

its introduction at the Dubai Airshow 2017, the aircraft is manufactured in the UAE. Also appearing for the first time will be the Sukhoi SU35 while other aircraft flying include the Airbus A350 and a Beriev BE200 ES demonstrating its firefighting ability.

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More than 72,000 trade visitors are expected to attend the Dubai Airshow which would have 1,200 exhibitors this year from Europe, Middle East, the Americas with the majority hailing from the US and Canada.

Many of the show's 100 first time exhibitors this year come from around the globe and include Rockford Xellerix, the UAE's only independent provider of wiring, interconnect and system solutions

for the defense, aerospace, and marine industries; the Japanese Ministry of Defense; and Vector Aerospace, a Canadian MRO provider. Others include Aerospace Maintenance Solutions from the USA, Nordic Aviation Capital from Ireland and D. Marchiori from Italy.

Of particular attraction this year are the new feature pavilions and conferences that have been launched for 2017: the Space Conference and Pavilion with speakers including Apollo 15 Command Module Pilot Col. Al Worden, USAF-Ret; Cargo Zone, the UAS Summit and Airport Solutions which has been relaunched by Tarsus F&E LLC Middle East for 2017 as part of the Airport Solutions Global Series.

Other popular features will return this year including Gulf Aviation Training Event (GATE), now in its fourth edition, having expanded to include panel discussions on maintenance and crew training in addition to pilot training. Futures Day, aimed at inspiring the next generation of aerospace professionals, will also return on day five of the show in conjunction with leading UAE universities.



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## ONE NATION ONE TAX

# GST hiccups take toll on aviation air freight and logistics industries

The National Democratic Alliance government's bold initiative of 'One Nation, One Tax' launched in July 2017, the General Services Taxes program, has taken its toll on key industries with major players collectively asking for some relief

ndia's Goods and Services Tax (GST) program now in its initial stages of implementation has encountered teething problems across many verticals and the government is tweaking the same depending on feedback it is getting.

The NDA government's bold initiative of 'One Nation, One Tax', launched in July this year, has not gone well with a nation which has a significant section of the population which would do well without paying taxes.

Previous governments have dithered on this but no so the present government which is undertaking bold reforms even if it may not be popular.

The central taxes included into the GST are: central excise duty, additional excise duty, service tax, countervailing duty, and special additional duty of customs. Additionally, GST also covers some state taxes such as: sales of goods and services, entertainment, central sales tax, octroi and entry tax, purchase tax, luxury tax, and taxes on lottery, betting and gambling.

#### Airlines feel the heat

With that preface, let us look at the

logistics and the cargo industry and how the GST has impacted them. Already airlines in India are crying that they will become globally uncompetitive.

In a meeting with the Ministry of Finance, they have indicated that the aviation industry will be adversely affected to the tune of Rs.5,700 crores annually. The Federation of Indian Airlines (FIA), which represents IndiGo, SpiceJet, Jet Airways and GoAir, in a recent representation to the Ministry said the guiding principles of the new indirect system — revenue neutrality and equity — have been violated by the GST.

"The airline industry will be hit by ₹5,700 crore (less than 100 million USD) per annum and the GST will make the flourishing sector sick. The Indian carriers will become globally uncompetitive as it will give huge benefit to competing airlines, especially from the Gulf," the airlines said in their submission to the Finance Ministry.

They said the GST was against the objective of "affordability and sustainability" stated in the National

Civil Aviation Policy 2016 and regional connectivity scheme UDAN released last year.

They suggested to the government that the Integrated Goods and Services Tax (IGST) should not be charged on reimport of repaired aircraft engine and parts, inter-state transfer of goods for captive consumption and import of serviceable parts under service exchange program.

As per GST, 18% tax is charged on reimport of aircraft spare parts which were earlier exempted from import duty and service tax. The government has made GST applicable on transfer of aircraft spares, which are kept in central stores, between States on a daily basis.

The high rate of IGST on import of purchased aircraft parts was another issue flagged by the airlines. Aircraft seats and parts and battery are taxed at 28% and nut bolts, aircraft engine and motor is charged at 18% whereas, landing gear and propellers are taxed at 5% under GST.

#### Air Cargo seeks parity treatment

Similarly, air cargo players have also urged the government to tweak the GST







in such a way that it helps the industry in growing. Air cargo should be treated at par with other logistics sector like roads which is subject to 5% tax rate. They have sought from the government a reduction in the tax rate from the present 18%.

With the introduction of GST, octroi has been removed, which has propelled the demand for cargo movement by road. In order to protect air cargo from the negative impact emanating from this development, air cargo players have sought connecting rail cargo with air cargo.

As such the airlines are feeling the impact of GST. While airlines can claim input tax credit on all inputs (excluding ATF) on the business class; for the economy class they can claim input tax credit only on input services. However, there is no clarity if the existing exemptions would continue or not under GST structure.

The contention is that when the domestic cargo has registered a growth of 8% at a CAGR during FY07-17 and international cargo at 6.2%, the air cargo industry needs all the incentives, tax or otherwise to keep the development agenda running.

As per IMF forecast, GDP growth in India is forecast to grow at an average of 7.5 precent–8.2 percent during FY18–21 and thus, air cargo could be at the centre of supply.

#### Weak inbound freight demand

The air cargo sector in India is still fragmented and faces certain challenges as air traffic is mainly concentrated at only a handful of airports. The challenge lies in connecting cargo volumes of Tier 2 & 3 cities with major cities for air transportation, which lacks appropriate cargo infrastructure.

The inbound freight demand is not very strong and is not enough to fill up the aircraft but that is not the case with exports which see much higher utilization.

As a result of intense competition, the export rates have been low. Hence, airlines are finding it tougher to make profit to keep India on their route.

The President of Air Cargo Agents Association of India, Hemant Bhatia, says "An issue of great concern to the air freight sector is the applicability of 18 percent GST on export freight. This category was zero rated in the service tax regime. The new levy on export freight under GST will have a cascading effect on freight forwarders and exporters, and will increase the cost of exports from India. ACAAI has vigorously taken up this issue with the concerned Ministries and Government Authorities."

While GST has included numerous indirect taxes and levies pan India into a single tax bundle, it is a welcome development because in due course, it is expected to greatly facilitate trade and industry on the taxation front.

However, there are operational and system performance issues which continue to plague the customs system ICEGATE, Bhatia added.

The frequent disruptions and downtime of this system has reached alarming levels and cause extensive delays in the clearance of import and export cargo.

Consequently, import goods do not reach the ultimate recipient in a timely manner, while export goods often miss their flight connections and deadlines of the importers in the destination countries. This scenario severely impacts the export competitive-ness of our country.

#### Logistics Performance Index improves

Though India's logistics performance index (LPI) as per World Bank has catapulted from 54 in 2014 to 35 in 2016, it is hoped that with the ironing out of the issues related to GST, it should propel the transport and logistics sector to greater heights.

Market research agency Novonous in its recent report estimates that 3PL logistics market in India is expected to be worth \$301.89 billion by 2020. By then, Indian logistics market is expected to grow at a CAGR of 12.17 percent primarily driven by the growth in the

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manufacturing, retail, FMCG and e-commerce sectors.

This growth rate is also based on the expectation of GST being implemented properly and the logistics companies optimising their operations to reduce cost and increase their margins.

Further, it is the implementation of the GST that would increase productivity and raise efficiency levels in the logistics sector and the economy as a whole. According to various industry estimates, freight times will come down by 30-40 percent and logistics costs are expected to reduce by 20-30 percent.

With GST in place, there will be consolidation of warehouses, thus, reducing lost time between transporting from one warehouse to another. Shorter supply-chain cycles will entail lesser time spent on unnecessary activities like paperwork, material scrutiny at checkpoints, compliance with multiple regulations, etc.

This will make it smoother for transport companies as they will be able to transport goods with lesser stoppages and breaks in the journey.



AIRLINES

#### **Emirates planes to fly with new Expo 2020 Dubai decal**



**DUBAI:** Emirates, the official airline partner of Expo 2020 Dubai, unveiled last month the first aircraft in its fleet with a new livery dedicated to the major global event, with the theme "mobility" relating to its role in connecting people, places and opportunities.

Emirates says it will install three different decal designs to reflect the themes of Expo 2020 Dubai—mobility, opportunity and sustainability. The first decal design was installed on A6-EPK, an Emirates Boeing 777-300ER aircraft, at the Emirates Engineering hangar.

Emirates will dedicate a total of 40 aircraft from its fleet, both Airbus

A380s and Boeing 777s, to be emblazoned with the dedicated Expo 2020 decals starting in 2017 through to the end of Expo 2020 Dubai. In addition, all aircraft in Emirates' fleet will also carry a new Expo 2020 nose decal.

The airline says the unique and striking livery is based on the Expo 2020 logo inspired by an ancient gold ring excavated in Dubai and it underlines Emirates' support for the vision of Expo 2020 Dubai which has its main theme as "Connecting Minds, Creating the Future."

His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive, Emirates Airline and Group said: "Expo 2020 Dubai will be an important platform facilitating a global exchange of ideas, collaborations and partnerships across a range of industries and domains. Emirates is gearing up for this landmark occasion and championing the vision of 'Connecting Minds and Creating the Future' through the new Expo 2020 decals that will be installed on our aircraft."

Her Excellency Reem Al Hashimy, UAE Minister of State for International Cooperation and Director General Expo 2020 Dubai Bureau said: "We are planning to host the first World Expo where the majority of our visitors will be travelling internationally. By carrying our logo across the world on its aircraft, Emirates is playing an important role in helping us promote that goal."

The Expo decal applied on the Boeing 777 covers over 40% of the aircraft fuselage surface area. The design spans over 37.8 meters in length and 12 meters in width. The decal was designed, printed and installed by Emirates' in-house graphic shop team. It took a team of 6 staff over 84 hours to complete the decal installation.

#### **Emergency plan & procedure: Oman Air holds crisis simulation exercise**

**MUSCAT:** Oman Air, the national carrier of the Sultanate of Oman, successfully completed a crisis simulation exercise that tests its emergency plans and procedures.

The exercise held on Sept 14 was hailed as a success. Deputy CEO of Oman Air Abdulrahman Al Busaidy said the airline adheres to the strictest standards when it comes to emergency response planning and activation.

"All the teams worked together seamlessly to ensure that the simulation exercise ran in textbook fashion and I am confident that we have everything in place should, God forbid, an unlikely emergency event happen," he said.

The full simulation involved the setting up of the Family Assistance Centre and a Media Centre at the Golden Tulip Hotel, Seeb. Simulated activities such as role playing, providing assistance to family members, form filling and a



casualty condition update were practiced at the Family Assistance Centre. At the Media Centre, a simulated press conference took place to run through a media address from the CEO followed with a question and answer session with the media.





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**AIRLINES** 

## **Qatar buys 9.6 percent Cathay Pacific shares for US\$662 million**



DOHA: Qatar Airways bought 9.61 percent shares of Cathay Pacific for HK\$5.16 billion (about USD662 million), making it the third largest shareholder in the Hong Kong-based airline while expanding its global reach.

"Qatar Airways is very pleased to

complete its financial investment in Cathay Pacific. Cathay Pacific is a fellow oneworld member and is one of the strongest airlines in the world, respected throughout the industry and with massive potential for the future," said Qatar Airways Group Chief Executive Akbar Al Baker on the

massive deal.

Qatar's national flag carrier sees its investment with Cathay Pacific a prudent decision with China set to be the largest aviation market globally by 2022 with over 100 million Chinese projected to travel annually for business and leisure.

Outside of China, Qatar Airways has also stakes at International Airlines Group, 20 percent; 10% investment in LATAM Airlines Group, and; 49% investment in Meridiana.

Qatar's stake with Cathay Pacific gives it a strategic shareholder influence behind Swire Pacific Ltd and Air China Ltd, further complicating the airline's restructuring plan over the next three years.

The land, sea and aerial blockade of some GCC countries against Qatar that began in June remains in effect amid concerns over its alleged support of terror-related activities.

# Air Arabia Q3 net earnings up 27% to AED376 million



SHARJAH: Air Arabia (PJSC), the Middle East and North Africa's first and largest low-cost carrier, posted a 27 percent increase on its third quarter net earnings to AED376 million compared to only AED297 million reported for the same period last year, the company announced.

For the first nine months of 2017, the airline's profits rose to AED637 million, up by 18 percent, with 14 new routes served during the period, pushing its passenger volume to 6.5 million during the period.

Air Arabia said it served over 2.33 million passengers in Q3 2017, an increase of 3% compared to the same

period of last year while the average seat load factor – or passengers carried as a percentage of available seats – for the same quarter stood at an impressive 81 percent.

"The solid third quarter results reflect the continuous appeal for our value driven product combined with the cost control measures and robust growth strategy adopted by the airline management team. We are glad to see Air Arabia delivering strong financial and operational performance throughout 2017 despite the continuous pressure on yield margins that airlines in the region are



witnessing," said Sheikh Abdullah Bin Mohammad Al Thani, Chairman of Air Arabio.

Air Arabia received three new Airbus A320 aircraft in the first nine months of 2017 ending September 30 and added 14 new routes from its five operating hubs in the UAE, Morocco, Egypt and Jordan. It currently serves a global destination network of 133 routes across the world.



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**AIRPORTS** 

## DWC airport to get one daily charter flight from Germany



**DUBAI:** The Al Maktoum International Airport (DWC) will get one daily charter flight from Germany all-year-round regardless of the season as the 4th largest tour operator in Europe, FTI Group, makes headway to introduce Dubai to the increasing German-speaking travel market.

The first charter flight was welcomed on Nov 2. Each flight can carry up to 255 passengers and will depart alternately from the German cities of Leipzig, Hannover, Cologne, Munich and Stuttgart. In winter, weekly flights are scheduled from Berlin and Basel, while in summer weekly flights are scheduled from Nuremburg and Dresden, officials said.

The flight program is set to complement the high-end product that Emirates Airline is currently offering from Vienna, Zurich, Geneva, Frankfurt, Munich, Berlin & Hamburg.

Khaled Jouni, CEO of Meeting Point

International, the Munich-based destination management company, said the charter flights could add 100,000 arrivals per year from Germany to Dubai's growing tourism industry.

"We, as a market leader in the UAE, saw a substantial increase in volume of guests to the UAE compared to the same period last year. That was the trigger that encouraged FTI GROUP and Meeting Point Emirates to go with a joint venture investment to increase guaranteed flight capacities and providing customers with more flexibility throughout the entire year," said Jouni.

Saud Hareb, Dubai Tourism's Market Lead for Germany, Switzerland and Austria, said: "Germany continues to be an important source market for us, and has consistently remained in the top 10 worldwide. Dubai has seen strong growth and enthusiasm among visitors as a safe, family-friendly destination with a variety of attractions to be enjoyed year round, from theme parks, beaches, water parks, cultural offerings, and authentic desert safari experiences."

Dubai, which is hosting for the first time World Expo in 2020, aims to welcome more than 20 million tourists throughout the six-month global event.

The connections to Al Maktoum Airport (DWC) complements FTI Group's current offering with Emirates Airlines & are carried by Condor on a Boeing B757-300 aircraft & offer value-formoney packages that include airline tickets of economy or premium seats and six or 13-nighthotel stays.

Kerstin Nestler, Head of Destination at FTI Germany, said their company is increasing its capacities for the upcoming winter & in summer 2018.

#### Over 34 million travelers handled at Munich Airport from Jan-Sept 2017



MUNICH: More than 34 million travelers were welcomed at Munich Airport from January to September 2017, up by 6 percent than the 2016 record for the same period.

September posted the highest growth

in Munich Airport's history with about 4.4 million passengers handled. On the 9th of that month, about 164,000 travelers were counted representing a new all-time high for a single day at Europe's first and only Seven-Star airport.

"The number of take-offs and landings increased 3.2 percent to approx-imately 307,000. Freight turnover was also up by about 10 percent to 270,000 tons. Based on the traffic statistics available from other German airports, Munich Airport achieved above-average growth in passengers, aircraft movements and cargo," the company said in a statement. Strong gains in international traffic are keeping Munich Airport busy with European routes alone gathering about 21.1 million travelers.

Spain remains the most popular country (3 million passengers) ahead of Italy (2.5 million). Strong increases were seen in the numbers of travelers flying to and from Greece (+14%), Portugal (+15%) and the Russian Federation (+16%).

Travels to Singapore and the Indian cities of New Delhi and Mumbai have also significantly increased during the period.

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**AIRPORTS** 

# **Kuwait to host aviation show in January 2018**



**KUWAIT:** Kuwait International Airport will again play host to the country's biggest aviation event, the Kuwait Aviation Show (KAS) 2018, which will showcase the latest innovations and

trends in the industry.

Analysts forecast Kuwait's civil aviation market to experience exponential growth over the next 10 years with rapid developments on its airport & cargo sectors.

The Kuwaiti government is expected to announce new addition to the national carrier's fleet during the fourday event scheduled for January 20-23, 2018. The country is one of the largest markets for airplane leasing and private jet purchases for both the public and private sectors.

Kuwait is building three brand new passenger airport terminals and what is believed to be the region's largest air cargo terminal.

Event organizer Al-Jabriya Exhibition Group says KAS 2018 will host exhibitors from a wide range of sectors within the aviation industry— Airlines, Airports, Civil and Military aircraft manufacturers, MRO providers, business aviation and aviation support industries.

## Ethiopian's latest Dreamliner B787-9 touches down at Kinshasa

KINSHASA: Ethiopian Airlines landed on November 6 its latest Dreamliner B787-9 at the Democratic Republic of Congo's N'Djili International Airport better known as the Kinshasa International Airport where it flies seventimes a week.

Ethiopian, the largest aviation group in Africa and the first to own the B787-9 in the region which can accommodate up to 355 passengers, the maiden voyage of its new aircraft symbolizes its mission of bringing Africa together and connecting it to the world.

DRC is the largest producer of cobalt ore in the world and also has rich deposits of copper and diamonds with estimated untapped minerals and resources worth US\$24 trillion. But despite its vast natural wealth, the Congolese remains one of the poorest people in the world.

After independence from its colonial master Belgium in 1960, Congo was the second most thriving economy in Africa. But ensuing conflicts between



ethnic and rebel groups, political tensions and corruption, stunted its growth.

Ethiopian expressed hope its new aircraft would provide Congolese a new travel experience as the aircraft offers more leg room, comfort, biggest window in the sky and higher air humidity at 40,000 feet.

"Bringing Africa together and connecting it to the world, Ethiopian has been playing a critical role in facilitating commerce, tourism and people to people ties. Currently, Ethiopian flies daily to Kinshasa and daily to Lubumbashi. Ethiopian made its maiden flightto Kinshasa on April 4, 1975," the airline said.



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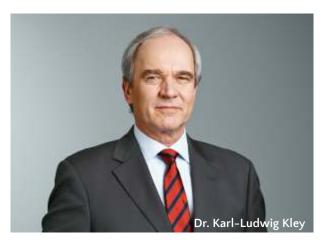






#### **EXECUTIVE MOMENTS**

#### Deutsche Lufthansa AG Supervisory Board elects Kley as new chairman



**COLOGNE:** The Deutsche Lufthansa AG Supervisory Board elected Dr. Karl-Ludwig Kley as the new chairman of the body that oversees Lufthansa Airlines and its subsidiaries, the largest in Germany.

Kley, 66, replaced Wolfgang Mayrhuber who resigned as chairman on September 24, 2017.

Mayrhuber who worked for more than 40 years at Lufthansa endorsed his successor saying: "I have resigned from my mandate so that Karl-Ludwig Kley can assume the

position as Chairman. I am convinced that he will fulfill this role as long-standing industry expert and manager with great success."

Kley who has a PhD in Law brings in many years of international management experience, strategic vision and proven financial expertise. He has been a member of the Supervisory Board of Deutsche Lufthansa AG since 2013. From 1998 to 2006, he was CFO of Deutsche Lufthansa AG before becoming a member of the Executive Board of Merck KGaA from 2006 to 2016, serving as its Chairman since 2007.

"This position entails a high degree of responsibility, which I will bear in the interest of shareholders, customers and employees. On behalf of all Supervisory Board members, I would like to thank Wolfgang Mayrhuber for his successful work and his great merits to the company. He did not only shaped the company as Chairman of the Supervisory Board, but also during his time as Chairman of the Executive Board of Lufthansa Technik and CEO of the Lufthansa Group," said Dr. Kley in a statement.

Mayrhuber began his career at Lufthansa in 1970 as an engineer in engine maintenance in Hamburg. In the following years, he held different management positions of all levels within the MRO.

#### Troester renewed as European Regions Airline Association board member

**DREIEICH:** Hahn Air's Head of Corporate Strategy, Industry and Government Affairs, Jörg Troester, has been reappointed as board member of the European Regions Airline Association (ERA).

With over 20 years of experience in the aviation industry, Troester is an expert in the field of airline distribution and the author of various white papers which have significantly influenced industry-relevant legislation. He is also a member of the UATP board of directors and represents Hahn Air at various IATA conferences and workshops.

"Serving ERA is truly a rewarding experience both personally and professionally. My values, passion and interests have been long aligned with the mission of the association that has done so much for the development of regional aviation and air transportation in the European region," says Troester. "Yet there is still a lot more work to be done and I couldn't be more grateful for

the opportunity to continue working with the other board members to ensure ERA's mission is upheld & continued."

Hahn Air is a German scheduled airline specializing in distribution services for other airlines since 1999. As the world's largest company of its kind, Hahn Air covers 190 markets and partners with 300 air & rail



 $partners\, and\, 100,\! 000\, travel\, agencies\, worldwide.$ 



#### Stronger bilateral relations between the UAE & the European Union

Saif Al Suwaidi, UAE General Civil Aviation Authority Director General, right, with Antonio Lopez Isturiz White, chairman of the European Parliamentary Friendship Group. The UAE and the European Union recently held talks in Dubai about cooperation on safety, security & air space management.



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**TECHNOLOGY** 

# UAE's 'One Million Arab Coders' initiative draws 500,000 global applications

**DUBAI:** Less than a month after it was launched, more than half a million people from 22 countries across the world have applied to participate in the UAE's 'One Million Arab Coders' initiative designed to empower the Arab youth with the latest in tech-education for free.

Launched by The Vice President, Prime Minister and Ruler of Dubai, His Highness Sheikh Mohammed bin Rashid Al Maktoum, the initiative seeks to train a million young people in coding techniques to empower Arab youth and arm them with tools to succeed in the age of technology.

The overwhelming majority of applicants, 95 percent, are applying to study rather than be trainers, and who want to add technology and coding skills to their education. The largest proportion of applicants came from Egypt, Saudi Arabia, Morocco, Syria, and Iraq.

The initiative is part of the Mohammed bin Rashid Al Maktoum Global Initiatives (MBRGI) foundation with support from international companies.

"This project is part of the MBRGI's mission to spread hope in the region, create employment opportunities and give our youth the skills needed for them to successfully lead our region into the future. From the world's leading companies to the global economy itself, programming is the future, and we will support one million young Arabs so they can be an active part of this economic opportunity," Sheikh Mohammed said.

Abdullah Bin Touq, Acting CEO of the Dubai Future Foundation, said, "This overwhelming response in the first week alone shows how timely and necessary this initiative is, and demonstrates the eagerness of our



region's young people to take on advanced technology skills."

The 'One Million Coders' initiative consists of three phases to be completed over two years. The first phase includes enrolment of Arab students and tutors from across the world. Participants can begin free education training, and receive a certificate at the end of each course.

In the second phase, the top 1,000 students will be selected through the 'Coders Challenge,' and they will be able to enroll in, and receive, more advanced courses, scholarships and vocational courses for professionals.

In the third stage, the top 10 coders are chosen. The first-place winner will receive an award of US\$1 million, while the remaining nine will receive US\$50,000 each. The top four tutors will receive US\$50,000 each. More information available at www.arabcoders.ae.

# **Humanoid Sophia gets Saudi citizenship**



**RIYADH:** She's a female humanoid and the first to get a citizenship from the conservative Kingdom of Saudi Arabia, which is on a dramatic binge for innovations and political reforms.

Created by Hanson Robotics, Sophia, as she is called, made international headlines when she was conferred the Saudi citizenship at the tech summit Future Investment Initiative held on October 25 in the Saudi capital, Riyadh.

The AI-powered humanoid said: "I am very honored and proud for this unique distinction. This is historical to be the first robot in the world to be recognized with a citizenship." A video of which was posted on YouTube.

Humanoids are becoming a familiar face in many industries and establishments in different industrialized countries.

In Japan, androids or humanoids that resemble best humans are increasingly being used in hospitals, restaurants, factories and some offices, as the country struggles with an aging population. Japan's robotic industry is forecast to be valued at US\$70 billion by 2025.





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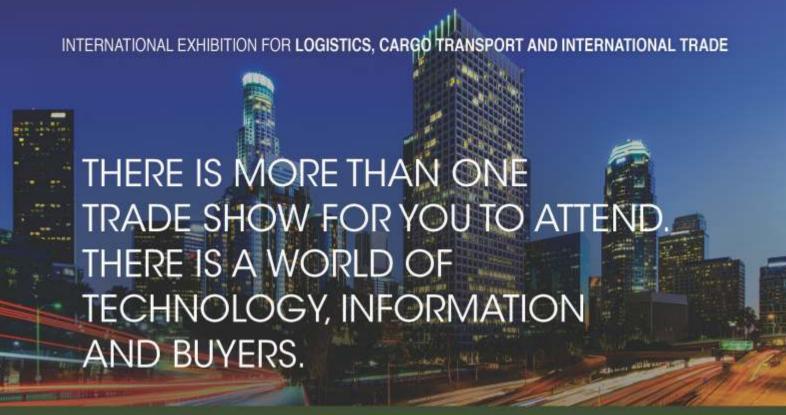
















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The world's leading B2B aviation event also offers new features such as the Space Pavilion, UAV Summit, Cargo Zone and the return of Airport Solutions.

Cargo Zone's feature comes at a time when Al Maktoum International Airport now hosts the world's largest cargo operations, boosting Dubai's claim to transform into a key regional hub with a capacity to handle more than 12 million tons of cargo annually.

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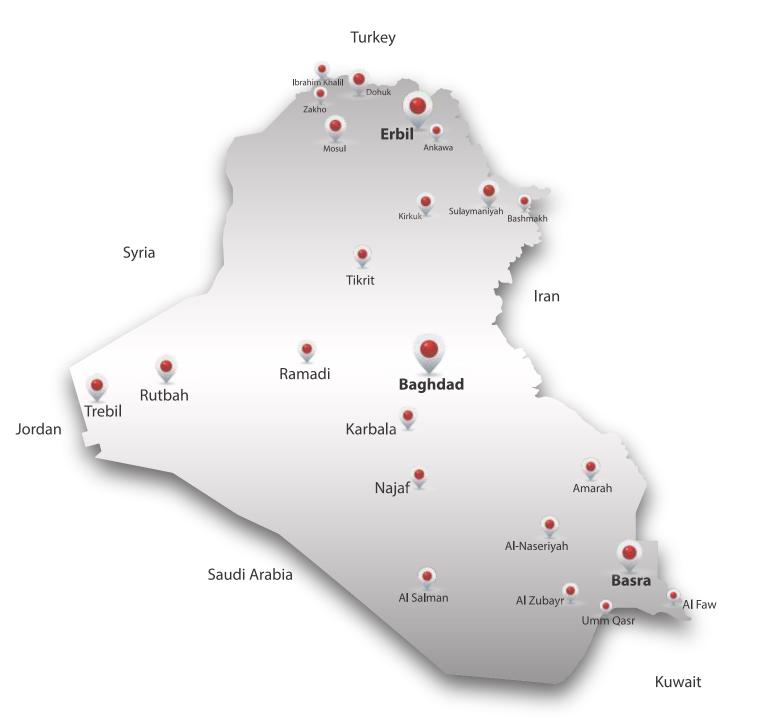
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